

253h Business Plan Presentations Held on December 12 2023**YOXO BOX****1. LibeLi-io Co.,Ltd President Mr. Sungsu Kim <https://libeli-io.com/ja> (Japanese)**

Established in July 2021 Capital stock: USD \$ 619,800

Taking “building of a world where anyone can easily do management promotion” as its vision, LibeLi-io Co., Ltd. Develops and operates LibeLi-io, a next-generation tool for the promotion of management. It has developed truly unique mechanisms and tools without equals worldwide. It is an innovative business capable of opening up a new age in which it will be possible to heighten the level of skills for business promotion among workers around the world to an unprecedented degree. Its current release is the Beta edition. It has already achieved a monthly recurrent revenue (MRR) of more than 1.7 million yen, and has gained customers both inside and outside Japan. It has also basically completed the verification phase. After raising the requisite funds and implementing the core contents, it is planning to develop business in domestic and foreign markets in parallel.

【Re-Cap】 The objective of existing project management tools is the management of tasks and resources. In contrast, that of LibeLi-io is success in operations, projects, and business, and education of human resources. The company’s tool is the only collaboration tool that can be extensively used in actual work and has an educational function. Besides funding, Mr. Kim said he is looking for partners that could provide support (collaborative business companies, collaborative development companies, sales companies, and consultation partners).

**2. OUTSENSE Inc. President Mr. Yozan Takahashi <https://outsense.jp/> (Japanese)**

Established in August 2018 Capital stock: USD \$ 47,500

OUTSENSE Inc. is a manufacturer engaged in research and development, prototype development, and mass production applying origami engineering. It partners with product manufacturers and decoration companies. Its actual accomplishments include improvement of transportability and storability through folding, control of the physical characteristics of products through design of their surface shapes, and design related to simplified construction and manufacture enabling assembly from flat sheets. It also assists the holding of workshops aimed at developing new business and resolving product issues. It likewise supports business development and issue resolution utilizing “seeds” technology.

【Re-Cap】 In specific terms, OUTSENSE is probing opportunities in fields including consumer electronics, automobiles, disaster prevention, mechanical parts, construction (wall faces and building materials), clothing, and packaging materials, as well as the development of new markets. Mr. Takahashi made the following comment: “Farther in the future, we envision an age in which people will live in the universe. I would like to accumulate a store of technology using origami engineering on earth and take approaches to the aerospace field beginning 10 to 20 years from now.”

**3. LEALIAN Co.,Ltd. President Mr. Syun Sato <https://www.lealian.co.jp/> (Japanese)**

Established in September 2021 Capital stock: USD \$ 550,000

LEILIAN Co., Ltd. is constructing power networks based on a model for sharing small batteries. Its aim is the building of “smart areas” that have a circular economic flow and rest on dispersed energy systems. The systems consist of multifunction storage cells applying small detachable batteries that could be used in minicars as both high-capacity and low-cost portable batteries. In addition, a cloud system is constructed for integrated management of information on the operation of these batteries. These elements make it possible to construct virtual power grids grounded in the networking of these small batteries.

The underlying concept is to start with small setups and scopes, and gradually expand “smartness” from them. The LEILIAN is making proposals to companies and districts of its technology as an infrasystem that can be introduced on a small scale at first.

【Re-Cap】 Mr. Sato hails from FOMM, a venture firm developing compact electric vehicles. He founded LEILIAN by carving out FOMM’s MaaS/BaaS business. His smart area concept is rooted in local energy production for local consumption based on coordination with local partners. He said that the company is taking aim at more efficient energy circulation with small setups and at economic advancement through intra-area partnership. He added that it is also conducting proving tests.

**4. SAMURAI Security Inc. President Mr. Satoshi Hamakawa <https://samurai-sec.jp/> (Japanese)**

Established in April 2018 Capital stock: USD \$ 784,490

SAMURAI Security Inc. was established for the solution of societal issues with blockchains, and is engaged in business in regional (community) currency and FinTech. In 2022, Mr. Hamakawa launched Sarasu, a DX service in the field of inheritance, using AI and blockchain technology. He was motivated to do so by a strong desire to achieve a digital transformation in this field, out of his personal experience of inheritance difficulties involving his own relatives. Although the field is one of the few growth markets in Japan and expected to be worth 70 trillion yen in 2040, it is labor-intensive and lagging in IT application. The company is developing its service with a focus on areas in which business operations can be streamlined. It has constructed a unique database on wealthy people whose average age is 55, and is striving to expand its earnings by furnishing services such as system rental and proxy advertising to real estate companies, life insurance firms, and banks that want to access this database.

【Re-Cap】 SAMURAI Security has launched Sarasu, an AI concierge service targeting wealthy and propertied individuals in their 50s and 60s, the age groups when end-of-life planning begins. Mr. Hamakawa said that the number of persons registered with the company is projected to reach 30,000 by the end of this fiscal year (on March 31, 2024), and is requesting referrals to prospective partner firms toward the goal of increasing this number to 100,000 by the end of fiscal 2025.

**【Message from Vice Chairman Masatoshi Go】**

Thank you for your support this year. Recently, the term “start-up” seems to be used as a matter of course. To trigger innovation for a better society and offer new ideas and solutions to society is the power, role, and reason for the existence of start-ups. I have high hopes for that we will make the transformation into a society that values not only results but also a challenging spirit.

We are counting on your continued support next year as well!



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